

Appendix C Pricing	
	Customer Discount % off MSRP
Manufacturer/Product Line/Product Category	
OverLand Storage	
Overland Storage Products	14 - 44%
Overland Storage Installation and Maintenance	6% - 13%
Network Appliance	
Category A (Filer Heads, Software, Network Interface Cards, Adapters, HBA's Cabinets)	27%
Category B (Shelves, Drives, Cables, Connectors)	17%
Category S (Service and Support)	17%
Intrinsa	
All Intrinsa Hardware & Software	8%
All Intrinsa Professional Services, Replacement Parts and Maintenance	0%
NSI Software	
All Software Products	25%
All Professional Services	1%
BakBone Software	
All BakBone Software Products	20%
All BakBone Maintenance and Support contracts, Bakbone training classes and Professional Services	0%
Radware	
All Radware hardware products (Product A)	18%
All Radware Professional Services (B)	8%
All Radware Support contracts (S)	8%
Quantum	17%-45%